Bulletin

JANUARY 1, 1924

GIVING PROOF

"But watch thou in all things, endure afflictions, do the work of an evangelist, make full proof of thy ministry."—2 Timothy 4:5.

EVERY Christian now in the race for the prize of an office in the kingdom of heaven should learn to appreciate his relationship at the present time to the King and the kingdom. The great King of glory, who shall rule the whole world in righteousness, has committed to each one of his members this side the vail the honorable and important duty of representing his interests on earth. The King, now present in his temple, is testing the faithfulness and loyalty of each one of his ambassadors, to whom he has committed these respective interests.

Our Most Important Interests

St. Paul, inspired by the holy spirit, had a clear vision of the conditions existing at this period of the church's development and a keen appreciation of the importance of the time to each member. His admonition to Timothy applies with stronger force to each anointed one now than even to Timothy. He shows that the time would come when many would not endure sound doctrine, but become followers of men who desire to appear great in the eyes of others; that some of these would turn away from the truth and turn to fables, or foolish things. This means that they once knew the truth; otherwise they could not turn away from it. We see that we are in just such a time now, when many who profess to be Christians and some who profess to be in present truth have turned away from the doctrines of the Lord's kingdom.

The Apostle then admonishes each one who would be faithful to "watch in all things." That would mean that each one is to watch for the things which would tend to destroy the interests of the kingdom and to war against them; that he is to watch the fulfilment of prophecy, that his faith might be strong; that he is to watch himself, that he continues loyal and faithful; and to watch especially for the interests of the church and that the message of the kingdom be given to the world.

Evangelist Identified by Work

We do not understand that the Apostle meant that an ambassador should lie still and watch; but that he meant that while at work each one should look carefully about

him and safeguard the interests committed unto him. He says: "Do the work of an evangelist." This would mean that he must be active and diligent and not be idle, but faithfully performing the duties assigned to him. An evangelist is one who proclaims good news to others. This text would mean, then, that each one of the anointed must diligently work in proclaiming the good news.

Unrequited Confidence

The world is in sore distress. Not one word of good news has any worldly man or worldly system for the people. There is, however, a little company of people on earth, true followers of Christ, who by the grace of the Lord have the message of good news; namely, that the kingdom of heaven is at hand; that the King is here; that the world's distress is due to the fact that the old order is passing away; that the King will establish a government of peace and righteousness and bring salvation to mankind; that those who obey him live forever.

The office of each one of the anointed is that of a minister. The Lord has committed to each one of these holding such office the duty and obligation of telling to others the message of his kingdom and by this means safeguarding the interests of his kingdom. So important did St. Paul regard this office that he said: "Make full proof of your ministry." To make full proof means to accomplish entirely the purpose of that office.

The Ministry of the Kingdom

Briefly, then, the admonition of the Apostle means that each one who is now begotten of the holy spirit and is anointed occupies an official position in the Lord's arrangement; that he must be watchful for the interests committed to him; that he must fully and completely perform the duties of his high office as a minister or ambassador, and that in doing so he must tell the good news concerning the kingdom to the world. Some may do this by word of mouth; while others do it by speaking little and inducing many to read the literature. The latter is the more effective way.

We are now beginning the year 1924. The indications are that it will be a wonderful year in announcing the new order of things. Never was it so important, then, to heed the admonition of the Apostle as here given. To perform faithfully the duties of this high office will bring some afflictions, trials and tribulations. This is to be expected. The Apostle foresaw, and said: "Endure afflictions." By that we understand that the faithful servant of the Lord would suffer some inconveniences of body and some misrepresentation, some hardship; but these are small matters compared to the far greater and eternal weight of glory that faithfulness to the high office is working out for the one who does it.

1924

It is a good time at the beginning of the year for every consecrated child of the Lord to take heed to himself and to take heed to the Apostle's words here; to ask himself whether he is rendering a good account, making full proof of his ministry; and to look for wider opportunities of service, that he may make greater proof of his ministerial office. Let each one appreciate the honorable position that he occupies and joyfully do with his might what his hands find to do, at the same time praying to the Lord to open wider the door of opportunity and to increase his capacity to glorify the Lord.

By the grace of the Lord the books and literature are being provided. It remains for each one to perform his duty faithfully and thus to make a full proof of his ministry.

Methods of Work

Placing literature in the hands of the people leads to two certain ends. It will be an everlasting testimony to the one met. You tell of the kingdom. Your message is in such diametrical contrast to every other message that this of itself plants your call in the minds of the people; for every one has a longing for what you tell them, and each in his own way is groping for it. Since people believe that that with which they are occupying themselves will bring them happiness, one cannot expect them to abandon their interests quickly and accept what you offer. It is certain, however, that your remarks will leave them thinking along the lines of your message just because of its singular difference from everything else; and this is one of the results which assures success in your work. The other result is dependent upon the first above mentioned; for when people are sure that your message is worthy of investigation they will purchase the volumes to investigate. Then the message has been placed in concrete form and is certain to be sketched through at present and perhaps fully read later. Literature placed is proof that canvassing has been worth the effort. It is the evidence of the success of your mission.

Recalling on Uninterested

As you go forth in the work, appreciating the message to the extent of devoting time to its distribution, you are quite likely to conclude that what you have to say will meet with ready acceptance. Sometimes workers who being entirely occupied with the truth in STUDIES, reading, and lectures, take for granted that those canvassed are acquainted with the message; and they make the mistake of approaching them as one would an individual known to be sympathetic with the work. Instead, generally they are total strangers; or the most that could be said is that while they may have heard of the message, yet their interest is that of a casual observer. Many called on will remember some point mentioned at the previous call, but this has probably been a year of more ago and the matter is indistinct.

Per Cent Sales Per Call

Expecting good results from your efforts, it is essential that you be alert to the effectiveness of your canvass. The number of sales should be judged by the number of people you have canvassed rather than by the homes called at or by the time you have spent in canvassing. Be as brief as possible. Reduce the canvass to talking points that experience has proven to be the best, thus assuring a greater number of calls.

Lost Lessons

Continued or regular service always produces the best results; for the lessons of one week's canvassing can be applied the next week, whereas spasmodic working a day every month or so finds the worker persisting in using the same tactics, as it is easier to rely on what has been attempted before than to change. Hence in improving your ability to place literature a matter of importance is to plan regular service, inasmuch as experience best develops proficiency. With greater proficiency your time in the service will become more productive; with the same amount of time you will be placing literature in more homes because your experience has helped you to profit by the lessons of previous work, while the points requiring adjustment are still fresh in mind.

Where Large Sales are Had

This more than "territory" governs sales. There is no territory where people are waiting to spend their money for what may be brought to their doors. If what is called "good territory" exists anywhere, the worker has to create it by helping people to see that what he offers is what they are looking for.

Singular Distinguishing Feature

Discovering what way you can present the books so that they will be exactly what people are looking for is best done by use of your experience in your work. What interests people changes constantly, they are governed mainly by the course of events. Singling out the application of our volumes to the people, there must be some way in which the volumes serve as does nothing else. People would hardly agree that they should purchase them for pleasure. Novels more directly serve this object in reading. Few would be interested in the training that the books would afford them; they would rather purchase technical books. Education is hardly a point of sales argument; for improvement such as edu-

cation is designed to accomplish people seek in the classics. For information on daily events the newspapers serve. But *why* things are happening, in fact the manner in which they are occurring, cannot be satisfactorily explained other than from the Bible view. Here the volumes serve; for every one is directly concerned with what it to become if the world. People's plans for the future are involved; their comfort and enjoyment of life are threatened. In making such a direct application to their lives it is well to emphasize that the books disclose the Bible prophecies of the future. If you tell them that ultimately matters will be adjusted, they are likely to be quite content to take your word for it, since you have in your talk demonstrated your thorough knowledge of the Bible. The proper method is to point to the events and their significance without satisfying their curiosity, perhaps adding that happenings of this sort are certain to reach a climax within the next two or three years. Here then assume the position of their having purchased, using the pronoun "you"; frequently mention some event of recent occurrence; picture to them their perplexity and concern; how they can take one volume from the bookcase and turn to page — and read — . Thus you have made the matter actual to them, and they see the use of the books. You have not been dogmatic; you have not forced your opinion on them; your call has brought something entirely new to their attention. In short, it has been a welcome exchange of views.

Information to Gain Favorable Action

Contrast this with a call in which you tell people a good deal about the plan. What you may say is likely to contain a point on which they differ. Your view is correct; they are in error; you proceed to quote Scripture to substantiate your view, and they cannot gainsay you. You have won the argument but they still have the right to refuse to order. They may smart under your convincing talk. You have antagonized them. You may have settled one point, one problem is over with, so why should they buy the books? They reason that you probably had to read all the books to be enabled to put forth such a succinct argument; and that since you confined yourself to one subject, that is likely the chief subject of the books, and now what need have they for the books? There is a big advantage in supplying just information enough for a decision, in demonstrating the wide scope of the books, their ease of use, the many varied subjects dealt with, and only subjects germane to everyday life.

Understandable Terms

The kingdom is a new message; it marks an advance step in civilization. As desirable as it will prove itself to be, people generally have not the ability to look forward and appreciate its blessings for them. To represent the kingdom, to work for its adoption, requires a strenuous effort as is demanded of every pioneer, regardless of his field. People of today are no more receptive than in the days of Jesus and the apostles, and the lives of these early ambassadors are an example of the sort of effort required to announce the kingdom. Because you talk of a new kingdom and people think in terms of the present order of things, the words you use are generally foreign to their thinking, Hence, the words you employ should as far as possible be such as give them the thought quickly. Avoid common slang expressions that do not do justice to the message you are giving. It will help people to understand what you are telling them if you progress from point to point in their natural sequence—one point leading to another and each point rounding out the theme of your message, emphasizing and repeating your central and important theme.

Remember that your message will be considered only as important as you make it. Always consider that you must supply them with the message of the kingdom; for they know little about it, and it will command attention only as you make it important to them.

Self-Quiz on Methods

What do truth people possess that no other person can give? P. 1

How can the people obtain it? P. 1

What endures after your call? P. 1

What consideration should control your remarks? P. 2

What tests the canvass? P. 3

What is a great waste in canvassing? P. 4

How best to correct this waste? P. 4

Where and how can you find good territory? P. 5

What singular advantage have the books? P. 6

Demonstrate a proper application of the books to life. P. 6

Short lectures, vs. a canvass. Analyze for comparison. P. 7

Has progress ever been hailed? P. 8

Theological not ordinary language. What are some phrases to avoid? P. 8

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

JUNE 1, 1924

"His Servants shall Serve Him"

The Following on Service is from Brother Russell's Pen.

LUKE 8:1 furnishes us the key to all the preaching that Jesus did, so far as the record goes. His one message was the good tidings; and any of the Lord's people who have not yet learned that the kingdom of God is the very center and essence of the hope of the church and the hope of the world, have not profitably read and believed the Bible. The Jews, not being ready for the kingdom, were as a nation rejected from becoming Messiah's associates in that kingdom. But not all Jews were rejected; hence we read that to as many as received Jesus, to them gave he liberty to become sons of God by the begetting and anointing of the holy spirit, which first came at Pentecost.

Surely This is Good Tidings

These sons of God, if faithful, are to be with Jesus by and by heirs of God and joint-heirs with Jesus Christ their Lord in this heavenly kingdom. Their honor and blessing will be great; for they will be like their Master, and see him as he is, and share his glory. But this will not be all. If they develop this spirit of love, they will thereby be qualified for association with the Master in his great work of blessing mankind, rolling away the curse and uplifting humanity out of sin and death conditions.

Surely this is good tidings, as stated in Scripture! And the same good tidings were heralded by those angels who proclaimed the Master's birth, saying, "Behold, we bring you good tidings of great joy, which shall be unto all people!" Thus far it has been good tidings only to God's servants and handmaidens, the church. But it shall be good tidings to all when all the deaf ears shall be unstopped and when all the blind eyes shall be opened, and when they shall see the glories of Messiah's kingdom.

While Jesus was thus declaring the kingdom, he was not begging his way. We have no suggestion that he ever took up a collection or in any manner solicited

money. Many think that this is a suggestion that the followers of Christ should likewise make no appeals for money, but merely use of their own substance and such other moneys as shall voluntarily be given unto them. However, each should decide for himself.

"Let Me Bury My Father"

Some were attracted to Jesus, evidently, with the thought that one so gifted and so well supplied with the necessities of life must be wealthy. One such said to the Lord: "I will follow thee whithersoever thou goest." But apparently his ardor was cooled when informed that Jesus had no property, no home of his own, although there were numerous homes to which he was welcome. Foxes have holes of their own, and birds have nests of their own, but the Son of Man had no home that he could call his own. None but the very sincere would likely be attracted to follow a leader under such circumstances. Wealth attracts many; poverty few.

Another said to Jesus, in substance: 'Lord, you may count me as one of your disciples; but I have a father, and I feel as though I must stay with him until his death.' The reply of Jesus shows us the importance he attaches to every service we can render to the heavenly Father's cause. He answered: "Let the dead bury their dead, but go thou and preach the kingdom of God."

Is It Not Time to Awake?

From the divine standpoint the whole world is already dead. The sentence of death that passed upon Adam involved all his children. The only ones whom the Scriptures recognize as possessed of any life at the present time are those who become related to the Lifegiver, Jesus. The Master intimates that all such should take a different view of life from others. There are plenty in the world who can attend to the earthly things. There are but few who can attend to the greater and more important work of proclaiming the kingdom and gathering the kingdom class.

This is the most important work in the world, because it is God's work, and those who engage in it are co-laborers with God. Be it noticed again that it was the kingdom of God that was worthy of this preaching and this sacrifice. Alas, how strange it is that so little of the preaching of later times is along this line! In other words, the Gospel message that Jesus and his disciples delivered has been lost, forgotten, neglected. Is it not time for all Bible students to awaken to the great privilege of preaching the same message that the Master and his appointed ones at the first advent preached?

Lessons to be Learned

Another came to Jesus, saying, 'I will follow you, but I wish first to go and bid farewell to those who are at home. I will spend a little time with them; and before long I will be with you in the work.' It was not heartlessness on Jesus' part that suggested the answer: "No man, having put his hand to the plow, and looking back, is fit for the kingdom of God." According to these searching words, who then, even amongst the Lord's consecrated people of today, is fit for the kingdom?

We are not to judge others, but each one is to judge himself. And yet, in a general way, are we not confident that many not only are looking back and making special provisions for the social amenities of life, but additionally are plunging into many of the luxuries, pleasures, and frivolities of the world? The question is a searching one. How many of us will the Lord consider fit for the kingdom—fit for a place with himself in that glorious Messianic empire, which we trust is nigh—at the door? There seems to be a principle involved. Those who are not absorbed with interest in the kingdom, desiring its blessings and desiring a share in conferring blessings upon others, would probably not be qualified by the resurrection

change to accomplish the work which the Lord has designed shall be done for humanity.

The Gospels present special services which were rendered at different times during our Lord's ministry. Acceptable service, like acceptable praise, must come as a fruitage of love to the Lord. He who loves much will serve much. Salaries cannot purchase such service, nor persecution hinder it.

Progress of Work—1924

Inclement weather has probably hindered the work in many classes throughout the East. For the encouragement of those who have not been in the service regularly this year, we are pleased to report that the people are in a more receptive attitude for our message than in any previous year. Those who have engaged in the service have placed the literature in a larger number of homes than the same number of workers did last year. We are certain that as each one seeks to retrieve, in a measure, the time lost on account of the weather a blessing will be received in noting the greater response to the message, and the joy that comes with placing the literature in more homes will be experienced.

More People Interested

The workers throughout 1923 were enabled on an average to place literature in about every 2½ homes in a day's calls, granting that the workers called upon 25 people each day. Those who have engaged in the service this year, have placed literature in 3¼ homes in a day's calls; and where we consider the work of 1924 in the terms of quantity of books that were placed, we can report that the books sold far exceed that of the same months of 1923. We believe, however, that this is an unfair view; for the efforts of all are not to sell quantities of books but rather to get the literature into a greater number of homes and also to call upon and witness to a greater number of people. In this respect the work is quite in arrears of 1923. In fact, in January, February, March and April of 1923, the workers called on 101,225 more homes than they have called on in 1924, which means that in terms of witnessing for the Truth, bringing the message to the attention of the people, the work thus far has been greatly interfered with by the weather.

Message Pertinent

Though much was accomplished in the past year in offering the set of eight volumes to the people, still we believe that the conditions in this country and throughout the world call for such a witness as contained in the "Desirable Government" booklet. Hence our work for 1924 is to bear this message of comfort of the "Desirable Government" to the people. Events all over the world have lent significance to the message and it will be accepted more readily, as is evidenced by the homes in which the literature has been placed, in comparison with 1923's work.

Do not Postpone for Broadcaster

It is hardly proper to feel that in witnessing this year we are repeating a work that was accomplished last year. Rather the work is extending and increasing in a great measure. Probably one influence that tended to impede the work, was the feeling of some that the BROADCASTER and its work is the principal feature of 1924 service and consequently it is well to wait for the BROADCASTER to begin its work before taking care of canvassing. Although we hope the BROADCASTER will accomplish a great work yet it is probable that a year's circulation is almost necessary before great results can be expected; and the results that the BROADCASTER will produce will be mainly to reach those who did not respond to the short witness given at the door. The BROADCASTER should be viewed more as an extra effort to reach what might be considered as the obstinate cases. We hardly feel that work on the part of anyone should be stopped un-

til the BROADCASTER can begin. Many delays have been encountered that were not foreseen; and it appears as though the first issue of the BROADCASTER will not be published until about the second or third week of June, which means that in all probability the follow-up work will not begin until the last of August or the first of September. We believe it to be the Lord's will that the witness be given this year and a more advanced and up-to-date witness can be accomplished through the BROADCASTER if the message contained in the "Desirable Government" booklet is first presented to the people.

How can Time be Redeemed?

Our suggestion to the workers as a means of retrieving the witness thus far lost is for each worker to assume the responsibility of encouraging some member of his class to join him in some canvassing during the year. This office mails out in the neighborhood of 15,000 *Bulletins* every month; and the greatest number of workers that ever engaged in the service in any one particular week was during 1922, when approximately 2,800 were in the field.

From this you can judge the proportion of those receiving the *Bulletins* who have not engaged in the service; and our suggestion is that, finding who the individuals are, you suggest to them that they accompany you one of the days you go out in the work. The Director will arrange canvassing parties and endeavor in other ways to redeem some of the lost time. We shall have to depend mainly upon the assistance of those who have not been in the work, as all who had engaged in the work regularly have probably taxed themselves to the utmost in order to engage in the service. As a second suggestion we appeal to those who can engage in the service only once a month and ask if they cannot adjust their affairs to engage in the service twice each month of the summer.

Convention's Influence on Work

During the week preceding the Convention, the two weeks of the Convention and two weeks thereafter, there will be another large reduction in the force in the field, which will necessarily reduce the number of homes called upon. Probably some workers can adopt the same plan that we are employing at Bethel, to make up this time. All engaged in the service here are putting forth an extra effort to get their work two weeks ahead. WATCH TOWER and GOLDEN AGES will be published that far in advance, additional numbers of booklets will be published to make up the amount of literature we shall lose by the actual suspension of work for two weeks. Hence when we return we shall not feel that we have to work overtime to move the accumulation of work, but we can then take care of our work daily. Probably some effort of this sort can be employed by the friends in the field, especially in obtaining the assistance of those who have not engaged in the service for some time.

As indication of the difference in the number of workers between the spring months of 1923 and 1924: During 1923 there were 20,131 out in the work; during 1924, 15,182. One advantage that the field at present has to offer those who have not engaged in the service at all, is the receptive attitude of the people. They will probably be encouraged by the larger number of sales they are capable of making; and we trust that this encouragement will develop them into regular workers. Hence the assistance you can lend is of twofold nature, throughout the coming months: That of assisting other members of the class to employ all of the advantages within their reach to develop spiritually, sharing in the joy of the service and that of extending the witness for the Truth to equal, if not exceed, the homes called upon during 1923. May we have your individual coöperation along the lines suggested herein?

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

AUGUST 1, 1924.

"Jesus said unto him, Let the dead bury their dead; but go thou and preach the kingdom of God."—Luke 9:60

THE LORD never urges any one to become his follower. For him to do so would be beneath his dignity. On the contrary, when a certain one said to him, "Lord, I will follow thee whithersoever thou goest," Jesus answered in substance that the way is a narrow one, a way of self denial; and he admonished the inquiring one that he had better not start until he had first counted the cost.—Luke 9:57, 58; 14:26-33; Matthew 16:24.

Individual Initiative

The Lord could not consistently unduly influence one to take the step of consecration. But when one has taken that step and made a covenant with the Lord to do his will, the situation is entirely changed. Before the covenant is acceptable to the Lord the man making it must sacrifice all of his earthly hopes and prospects. Then he is shown the blessedness of being a disciple of the Lord and of sharing with him in his kingdom.

The apostle Paul, appreciating the importance of fulfilling the covenant, urgently beseeches the one who has started to follow Jesus to use up his humanity as a living sacrifice, and counts it man's reasonable service. It is man's love for the kingdom, its advantages to him and to others who will be blessed thereby and the privilege of being with the Lord that induces him to start and run in the race for the prize.

Measuring Obligations

The context shows that a certain one had undertaken to follow the Lord and then said: "Lord, suffer me first to go and bury my father." And Jesus answered him: "Let the dead bury their dead; but go thou and preach the kingdom of God." The father of this one had died, and all of his relatives were subject to death because imperfect. The man in question had undertaken to follow the Prince of light and life; hence he was urged by the Lord to let those who had been left behind attend to themselves, and for him to go ahead and attend to the duties and obligations that had been assigned to him.

The same rule applies with even stronger force in our day. The Christian who has made a consecration and been begotten and anointed of the holy spirit has set before him the glories of the kingdom. To him are committed the interests of the kingdom. He undertakes to look

after these interests. The temptation arises for him to turn aside from the things which the Lord gave him to do to look after some earthly interest or earthly relative who is not a child of the Lord. It does not seem as if he were warranted in so doing; for it would show more love for an earthly thing than for the Lord and his kingdom. So long as the Lord affords an opportunity to serve him there is no just cause or excuse to fail or refuse to do so.

The service is for the benefit of the server, not for the benefit of the Lord; and it is because of the Lord's love for him that he urges upon him to proceed to perform his covenant.

Co-operating in Inauguration

The church is in a more important position than in times past, for the reason that the kingdom is here. And to the Christian the kingdom means everything. To turn back would mean to lose everything; hence unswerving devotion and allegiance to the Lord and his cause are essential to gaining the prize of the kingdom. He is commanded to preach this gospel of the kingdom, and this he is in duty bound to do for his own welfare and to the glory of the Lord. But for his service to be acceptable it must be rendered joyfully. Therefore one having set his face toward the kingdom and his heart upon the kingdom, let him not turn back nor even look back and desire to have the things that are behind, but with eagerness press on and do with his might what his hands find to do.

The End in View

When this gospel of the kingdom has been preached to all the world as a witness then the work this side will be done, and not until then; and those who are faithful therein to the very last will be granted an abundant entrance into the everlasting kingdom of our Lord and Savior Jesus Christ.

The Lord makes it strong that one who is pleasing to him must love him more than father, mother, wife or children. Yea, he must love the Lord and his cause more than his own earthly life. If this is his heart's sentiment, he will rejoice in the performance of the duties that the Lord permits him to have; and holding fast the beginning of his confidence with such rejoicing will assure him of gaining the victory.

METHODS OF WORK

A canvass to be interesting should produce reason after reason for the viewpoint that you are advancing; and this can best be manifested by a progression that would avoid any intimation of superhuman or supernatural operation. The trouble to which present conditions are leading, is the natural result of a progression of trouble beginning with the outbreak of war. As you picture to the people the reason, cause and necessity of present conditions, this natural progression should be manifested in what you have to say. For instance, mention can be made of the stability of governments ten years ago, and of the fact that since that time every form of government has failed, that attempts to arrest trouble by means of conferences, leagues, republics, socialism, bolshevism, fascism, dictatorships, are merely fruitless expedients and, as every one can observe, leave the nations in a weaker condition than formerly; that this weakening is going on, and that it cannot go on forever, but that a climax must and will be reached. As you progress with your talk, the individual is being impressed, and what you say will demonstrate how it will serve him. By showing the application of the books to present-day conditions and the present life, they will begin to determine the relative value with other works that have been offered to them. To prove that it is authentic, emphasis should be laid on the fact that the events we are experiencing were foretold centuries ago, that the onward march to the New Order is a part of God's plan, not as punishment upon individuals or peoples, but rather as a means of eradicating the great organizations of government and control that are responsible for so much unhappiness. By your demonstrating that present conditions were foretold, we believe much credence will be placed in your forecasts of the future, when you show that the same prophets that foretold present conditions were the ones that outlined the future.

Meeting Different Temperaments

Attention should always be given to the person that you are addressing. Though we may decide and determine what is the general attitude of the public, yet our helpfulness is concerned with every individual called upon, the odd ones as well as the reasonable ones. It is this sense of perception that regular canvassing develops. It is in this manner that the effort which you put forth from time to time will develop into

efficiency in reaching all people with the message. It is also in so doing that you will be most successful in influencing their decision to be a favorable one. A favorable decision not only places the books in their hands but gives to each worker that sense of joy that comes by knowing that the results of his labors will bring forth fruit, and that with the proper encouragement reading will progress; that the seed has been sown in one more home, that another family will likely become sponsors of the New Order and that to this extent the increase in the message has been attained—a joy and consolation that only those who have had this experience can properly value.

Clearness in Expressions

Success and the certainty that your work will bring forth this fruit depend upon your making the matter very plain to the person addressed, demonstrating that what you have said applies to this present life, that the blessings you have depicted are within the range of the next three or four years, and not concerning some far-off Utopia for the benefit of coming generations.

It is sometimes well to emphasize the limitations of man at present and the capabilities that man will have in the next age. People too often feel that a thousand years of righteousness, as they conceive righteousness, would be a boresome eternity with little or no pleasure, nothing of real interest, one day the same as the preceding day. This is another misconception that the worker can correct in an effort to obtain adoption of the New Kingdom. When perfect, mentally, morally and physically, man will have such powers at his disposal as to provide greater and more noble occupation than at present; the universe is to be explored—man knows little of it. Edison states that he with all of his experiments, has not discovered a one-thousandth part of the wonders of his particular field. A new picture can be given of man devoting his perfect mentality to harnessing the powers about us for his greater comfort. These things are what people can comprehend; this changed outlook is what they can appreciate; an outlook they will come to enjoy, and a New Order that they will not only look forward to but without doubt sponsor.

Every Call a New Service

In substance your short talk is to endeavor to create this new viewpoint of the Bible, and interest to be held will have to be obtained at the very beginning. For six years we have told the people that MILLIONS NOW LIVING WILL NEVER DIE, and many hold to our views, but like fresh assurance; they want proof given that present events forecast this as coming within the next few years. Hence, by identifying yourself you are more certain of gaining attention than by taking the middle course of classifying yourself with book canvassers generally. Feeling that if they are going to dispose of you at all, it must be when you begin to talk, people decide upon the first few words as to whether or not they will hear you. This is why we still recommend that you identify yourself with the message that you are giving.

The Grace of Speech

Another disposition that is manifested in religious workers but that we should overcome, is their dogmatic, over-confident and self-conceited idea that they are correct in their opinions. They hold forth their view of matters, define proper and improper conduct with such a little regard for many exceptions or deviations that they make people feel that they are imposed upon, that they have no thought on the matter, and that if they have a thought they have no right to think it, but must accept what their leaders have to say as the final and complete word on the matter. This disposition is not only manifested in the pulpit and in church meetings but is very manifest in many canvassers for other religious publications. In contrast our work should help people feel at home, should manifest such a conciliatory spirit and leave such latitude in the views you express as to permit them to engage in your conversation and to voice agreement or disagreement. Hence, though your views are new and though you know that they are right and that your opinion is entirely supported by the Scriptures, by putting those views in a manner that will permit people to manifest their own judgment in the matter by a confirmative nod of the head, short yes or no, will give emphasis to the fact that the Bible you are representing is a Bible which they had hoped would exist but which has been measurably misrepresented by its greatest friends.

Put the Person into Talk

In your talk, as you outline the conditions in the world, as you point to the new and desirable government, if you bring the people addressed into your canvass by using personal pronouns such as 'you' and 'your', mentioning them by name or when employing illustrations, make the illustrations apropos to their own home, you have shown a disposition of reasonableness that invites them to think for themselves and to consider the matter. A very successful method in this regard would be to sketch what the books contain; and to test interest or how closely they are following you, omit certain features; and probably they will fill in the gap themselves. This will have much to do in overcoming the last word attitude of religionists in general.

Another disposition that defeats the placing of books is the feeling that their time is already

occupied to an extent that they cannot see any opportunity for reading the books. Of course they will read the books if the subject matter has been made sufficiently interesting to them; they will neglect other reading in order to satisfy themselves as to the things you have said they contain. In short, they would like to know whether what you tell them is true if they can know it without the cost of other pleasure. It might be well to emphasize how little reading is necessary to become satisfied with the books, also that for ready reference the books are indexed in two different ways, topical and Scriptural; additionally, that their usefulness augments from the moment of their possession and even after they have been thoroughly read, they can be used much as a reference encyclopedia is used. If when you have mentioned these points some people frankly state why they are not interested, you have no doubt accomplished something toward changing their attitude with reference to the Bible and at least laid the foundation for placing the books at the next call. If, however they offer as a reason why they cannot take the books that they have not the money for them, we believe this is simply an excuse to draw you out for more reasons why they should have them. Tell them plainly why they should have the books rather than endeavor to convince them that they have the money. Points that can be brought in at this juncture should emphasize that the new order you have mentioned guarantees joys and happiness that cannot possibly be attained under existing conditions, and regardless of what some may be able to enjoy because of possessions or position, their enjoyment is always marred by sorrow, sickness, death, etc.

Over-Specific Seems Dogmatic

The Bible points out a way that death will be eliminated, when sickness will end, and points to the reuniting of the living and the dead here on earth. When speaking of these promises it is well to quote the names of the prophets, but not their exact words. To strengthen your argument remind your hearers that what has happened between 1914 and the present was foretold by these same prophets and of itself this should commend much confidence and credence in what these men have to say of the future. The prophets do not ask for a blind acceptance of their words; they subject their statements to severer test than any philosopher or student of our day would dare. By helping people to this up-to-date viewpoint of the Bible, they will come to regard your work as distinctively different and entirely new.

Some will appear to be cynical; others will seem to imply that matters of such weight should have the attention of greater men of our day. Intimation may be given by still others that they do not think much of what the worker has been saying and they think he should not spread opinions so radically different from the views of the preachers. It is just at this point that oftentimes the placing of a book is decided. Some workers begin to feel that probably the individual is right or even though he is wrong, that with such an opinion, placing the books is a hopeless task. We believe that at this critical time, it is well for the worker to summon his courage, and push a little more vigorously. His sympathy for the individual thus surrounded by darkness should outweigh his somewhat hurt feelings, and cause him to manifest an even more earnest conviction of the truth of what he has been saying.

Self-Quiz on Methods

Why should suggestions of supernatural events be avoided? ¶ 1.
Outline the natural development of events that are leading to the Kingdom. ¶ 1.
What personal element of those called upon must be recognized? ¶ 2.
How can you make the new kingdom the desire of those you call upon? ¶ 3.
How do you demonstrate that you are not a canvasser? ¶ 5.
How does an attitude of being too confident defeat placing the books? ¶ 6.
Though you are right in your viewpoint, how can you avoid making people think that you are not infallible? ¶ 6.
What will the time to read the books cost them? ¶ 8.
In what manner can you create confidence in what is prophesied of the future? ¶ 8.
What insinuations hinder the placing of the books? ¶ 9

Watch Tower Bible & Tract Society

Bulletin

THE KINGDOM OF HEAVEN IS AT HAND

DECEMBER 1, 1924.

Do It Now

"Hear ye now what the Lord saith: Arise, contend thou before the mountains, and let the hills hear thy voice."—Micah 6: 1.

As we approach the end of the year we are reminded that it is a time when people are in the habit of giving and receiving gifts. The best thing that we can give to anyone is the good news of the Lord's kingdom; for that will bring real joy to the hearts of all who accept it.

The above text applies to spiritual Israel from the time the Lord commands his people to proclaim the day of his vengeance against the devil's organization. That time is now. It is the time when the Lord's true followers on earth should take a positive stand for the Lord Jehovah and for the King of kings and for his kingdom. By faith, seeing certain victory at hand, it becomes their privilege and duty to press forward in the battle and as they go joyfully proclaim: "The kingdom of heaven is at hand."

Jehovah's Messengers

The Lord now has a controversy with the nations and kingdoms that have professed to be his people, who have claimed to rule by his authority, but who in truth and in fact have been a part of Satan's organization. Some one must tell them about Jehovah's controversy. According to God's plan there is but one class chosen for this purpose and these are they who have been anointed by the holy spirit to represent the Lord.

The issue is now clearly drawn. A commandment comes to the truly consecrated and anointed ones, saying: "Arise now; do not sit idly down and wait. Obey the command of the Captain of our salvation and declare the message of his kingdom to others."

If we fail to speak now the Lord will call into action some agency, even as Jesus declared that he could make the very stones to cry out as his witnesses.

The Lord's Message To Be Given

To contend means to have boldness in the day of the Lord's judgment in the proclamation of his message of truth concerning the kingdom. The Prophet says: "Contend thou before the mountains"; that is to say, Tell out the message to the nations of the earth. "Let the hills hear thy voice," meaning: Let those who are high and mighty in the government of the nations of the earth hear the message concerning the kingdom. The high and mighty ones, the chief rulers in Christendom, are the clergy and the principal of their flock.

Comfort by Enlightening

The Indictment puts the matter clearly before the minds of the people of the nations and also before the rulers, many of whom are in fear and trembling.

Now this message must be quickly followed by the message of consolation and comfort, because to comfort those that mourn is a part of the commission given to the Church this side the vail. This message of comfort is contained in the STUDIES IN THE SCRIPTURES and associated books. Outside of these publications there are none other on earth that are being put before the people to comfort them. The people of God now occupy the most wonderfully favored position. Jehovah declares that these are his witnesses to testify that he is God and he has put his words into the mouth of such. Hence the voice here represents his message, which they must proclaim. These need have no fear; for the Lord has covered them with the shadow of his hand, which means that they are kept within his power and no evil can befall them.

Present Bearers of Glad Tidings

In this hour of stress amongst mankind God's command comes clearly and forcefully to everyone who claims to represent him. Now is the time to tell the glad tidings of great joy which the angels of heaven sang to the shepherds 1900 years ago. Now is the time for the beginning of the fulfilment of that prophecy uttered by those heavenly messengers.

What a favored lot has the Church this side the vail to tell the fulfilment of God's great promises to man; that the time has come in which the Lord will establish the world so that it can not be moved; that now the Lord will establish his kingdom so that the people can dwell together in peace, and that then they may enjoy life, liberty and happiness.

The privilege and responsibility of getting this message before the people lies upon everyone who is begotten and anointed of the holy spirit in proportion as each has opportunity. Let no one fail or refuse to take advantage of the privilege. The time has come to deliver the message. Do it now and do it with joy, and remember that "the joy of the Lord is your strength".

LETTER OF INSTRUCTIONS TO DIRECTORS

WATCH TOWER BIBLE & TRACT SOCIETY
SERVICE DEPT.

BROOKLYN, N. Y. DECEMBER 1, 1924.

Dear Brother:

The report of the field work during the fiscal year of the SOCIETY, ending October 1st, has as the outstanding feature during 1924 the increased number of homes in which the workers were enabled to place literature per worker. Those who engaged in the service were enabled to put literature into more homes during 1924 with the same effort than each worker was enabled to do during 1923; for during 1923 each individual worker devoting an afternoon to the service, and making on an average 25 calls, placed literature in approximately 2.46 homes.

1924's Increase

During 1924 each individual worker was enabled to place literature in 3.20 homes of the 25 called upon. This indicates to us that the attitude of the people is more favorable toward the Truth; and that the workers, becoming more thoroughly rooted and grounded in the Truth, are therefore more competent in bringing the message to the attention of others in such a way as to interest them and convince them of its reasonableness. In approaching people who already hold some opinions much depends upon the worker in helping these people to get a clear view of the Lord's plan; and no doubt the experience of the preceding year's work removed much of the timidity of the workers and manifests that for the most part people are sympathetic with the message of present Truth.

Those Who Have Not Purchased

This is an encouraging outlook from this standpoint as we engage in the work of 1925. It does not mean, however, that our witnessing is coming to an end, nor that the extent of the witness that the Lord's Word indicates, has been accomplished. Rather it means that the work thus far accomplished has reached the minds that were quick to grasp and that were more open to receive the new truths when brought to their attention. There is still a vast majority of the people in whose homes no literature has been placed, but who during the last few years have been called upon. The influence of the literature that has been placed with their friends or neighbors has no doubt helped them to consider with more regard the points which have been brought to their attention at their door in the successive calls and which were covered in the canvasses. These people, we think, will respond this coming year: First, because they have thought about the Truth and found that it is becoming more or less generally appreciated; and, secondly, because the workers are better qualified to meet what we might term somewhat stubborn or prejudiced views with more confidence in the message.

Prospect for Workers

Thus, so far as the ability of the workers is concerned, the results of 1925 lie mainly in the province of each worker to reap the increase possible; for it will depend upon the workers' regularity in the service and their persistency in finding ways of getting into the field to take advantage of the interest that the past year's work has manifested. For it is evident that interest lies somewhat latent in the territory awaiting those with ability to develop it.

Weekly Average of Workers

From the viewpoint of the number of workers who were in the field during 1924, the work is much behind that of 1923. During 1923 there was a weekly average of 1789 workers in the field; during 1924 there was an average of 1064 workers in the field weekly, or 745 less workers out in the service every week during 1924 than during 1923, on the average. As to what tended to interfere with the workers' getting into the service we can hardly explain at this time. We are inclined to conclude that the reason is not for lack of interest in the message or for less zeal than during 1923. Rather, we are aware of the extraordinary effort put forth during 1923 by the workers; and it seems that the real fault lies in the general disposition to think that the work of 1924 would at least measure up to 1923 of itself without the extra effort and individual planning of each worker to make it exceed 1923.

Homes Reached

The difference in the number of workers manifests itself in the fact that 942,835 less homes were visited during 1924 than 1923. In other words, those in the

service during 1923 by their personal call and the witness that the canvass holds brought the message to approximately 1,000,000 more homes than during 1924. Consequently the literature, then, was not placed in so many homes. During 1923 sets of STUDIES IN THE SCRIPTURES, THE HARP BIBLE STUDY Course, or the 78c Combination were placed in approximately 239,420 individual homes. During 1924 sets of STUDIES IN THE SCRIPTURES, THE HARP BIBLE STUDY Course or the 78c Combination were placed in a total of 179,823 homes. Therefore there is a difference of 62,227 less homes in which literature was placed during 1924 than during 1923.

A comparison of the individual sales is as follows:

	1923	1924
STUDIES IN THE SCRIPTURES 7 Vols	11,140	16,650
" " " " 8 Vols	———	4,627
HARP BIBLE STUDY Course	184,635	156,192
78c Combination	43,645	2,354
TOTALS	239,420	179,823

Basis of Homes Reached

Considering the above number of sales in the field from the standpoint of the number of total books sold instead of the number of homes in which literature has been placed, 1924 did place in the field a larger number of bound Volumes than did 1923. But we do not think that the number of books sold is the proper way of considering the work. The work to be considered should regard the extent of witnessing, the number of homes in which literature was placed, the number of people in whose hands there is some of the Truth reading matter; for this manifests the extent to which the Truth is being placed in the homes throughout the country. If we consider the matter in the light of the number of books placed during 1923, there were 306,260 bound Volumes placed in the field, and during 1924 there were 312,112 bound Volumes placed in homes. Here again is emphasized the individual efficiency of the workers; for the homes reached could have fallen off greatly had not there been a greater response to the effort that actually was put forth.

For instance, if the workers during 1924 met only as favorable conditions as they did during 1923 (that is, out of the 25 people they called upon to have placed literature in 2.46 homes), then there would have been about 95,200 less sales made. But the workers found a more favorable attitude; for out of the 25 homes they visited 3.20 purchased literature, making but a difference of 62,227 less homes reached with the literature.

Colporteurs' Work

What has been stated above excludes the work done by the colporteurs. The colporteurs show a marked increase in activity during 1924 in both the number of colporteurs in the service, the number of homes called upon, and the literature placed. During 1923 there were on the average 365 colporteurs in the service. During 1924 there were on the average 437 colporteurs in the service throughout the entire year. These colporteurs called at approximately 3,146,400 homes. Colporteurs who have reported their sales regularly reported the following:

	1923	1924
STUDIES IN THE SCRIPTURE 7 Vols.	12,432	13,824
" " " " 8 Vols.	———	7,496
TOTAL	12,432	21,320
HARP BIBLE STUDY Courses	115,257	128,996
78c Combination	28,392	1,266
GRAND TOTAL	156,081	151,582

To carry out the comparison of books sold by the classes in the United States with the number sold by the colporteurs: During 1923 the colporteurs placed 220,673 bound volumes, and during 1924 285,998 bound Volumes. For the purpose of comparing the sales, both the reports of the classes and those of the colporteurs do not include the "Talking with the Dead" or the "World's Distress" booklet. We will consider these booklets under another heading.

Convention

In addition to the literature reported by the classes and by the colporteurs, may be added the total of books placed during Service Day at the Columbus Convention. On Service Day July 24th there were 5,051 workers in the field and 361 automobiles employed in carrying the friends to isolated territory.

The workers placed books as follows:

COLUMBUS AND SUBURBS	
HARP BIBLE STUDY Course	3,572
STUDIES IN THE SCRIPTURES	334
IN THE RURAL SECTIONS	
HARP BIBLE STUDY Courses	3,245
STUDIES IN THE SCRIPTURES	289
Individual sales total	7,440

In addition to the individual sales reported above there were placed in

COLUMBUS AND SUBURBS	
"Desirable Government"	6,133
Miscellaneous booklets	793
THE RURAL SECTIONS	
"Desirable Government"	5,492
Miscellaneous booklets	609
At the Stadium meeting there were placed	
HARP OF GOD	801
STUDIES IN THE SCRIPTURES	3
Booklets	885

Therefore a recapitulation of the work in the field during 1924 reported by classes, by colporteurs and by the work at the Columbus Convention is as follows:

	STUDIES IN THE SCRIPTURES			
	Seven Volumes	Eight Volumes	Harp Courses	78c Combi.
Classes	16,650	4,627	156,192	2,354
Colporteurs	13,824	7,496	127,996	1,266
Columbus Con.	623		6,817	
Stadium	3		6,817	
Total	31,100	12,123	291,806	3,620

The Field at Large

Literature, then, was placed in a total of 338,649 homes; and this literature is within the daily reach of approximately 1,374,596 individual people. Considering the work in the total quantity of books sold, the above represents a total of 610,110 bound volumes. The above total of literature, as has been stated, is what the classes and the colporteurs have reported as actually distributed. In addition to the above bound Volumes the classes have placed, as nearly as we are able to ascertain, 434,809 copies of "A Desirable Government" and 57,896 copies of the "World Distress" booklet. Colporteurs have placed approximately 95,682 copies of the "Desirable Govern-

ment" and 68,831 copies of the "World's Distress" booklet. Further, in addition to the above total number of homes reached with bound Volumes, literature in the form of the above-named booklets was placed in approximately 657,218 homes; and these booklets are within the daily reach of approximately 2,628,872 individuals.

	Homes Canvassed	Sales Made	Book'ts Placed
Classes	1,382,875	179,823	492,805
Colporteurs	3,146,400	151,582	164,513
Columbus Conv.	126,275	7,440	11,625
Totals	4,655,550	336,215	668,943

Granted that each person interviewed at the homes witnessed to, whether he purchased or not, talked to other members of the family about the message, the workers in calling from door to door in this manner witnessed to approximately 14,601,650 individuals during 1924; and thus the literature placed is within the reach of 4,020,560 individuals. The work in the field, then, of going from door to door placed the message in one form or another before the attention of 18,622,210 individuals in the United States. It may be emphasized that the message was actually brought to the attention of these people, not merely that a tract was left at their door which they might or might not read. These people were witnessed to in that they heard what the worker had to say, and had the opportunity of inquiring for further reading matter. This work of bringing the message to the attention of the people regularly is, no doubt, leaving a profound impression of the message. For a period of five years the territory has been gone over, and each time the worker has additional talking points, more distressful conditions throughout the world and happenings of greater moment and importance to bear out the facts he brought to their attention at the previous visit. He is not going back to tell them what he told them in 1920. The worker now approaches the people, pointing to events that have transpired since 1920 in fulfilment of prophecy of a natural and gradual progression to the establishment of the kingdom he has been announcing now for a period of five years.

Trend of Interest Toward Truth

The last four months particularly have manifested a marked change in the attitude of the people. The Indictment that has just been distributed, has been reported upon by practically all classes, as having brought less protest and less denouncement from the people in general than did the previous distribution. This but emphasizes the thought that the people are agreeing with the contents of the Indictment. If from this the attitude of the people can be sounded, it demonstrates that they are more and more becoming favorable to the message of Truth. Is it not, then, our opportunity to extend the witness for the Truth by bringing it to the attention of the people on even a greater scale than in the past? The work of *The Broadcaster* is proceeding; and those classes that have employed this method have written of the advantages they have found upon canvassing the territory.

Broadcaster and Handbills

Additionally, the handbills tend to attract attention to our message, increasing interest and proving of help in placing the literature. It is the well-planned use of these instruments by the Director that assists the workers greatly in getting the Truth into the hands of the people; and 1925 can be looked forward to hopefully. We are certain that the trend of events is toward the disintegration of the present order and arrangement; and we can look confidently, then, to 1925 as contributing much to the establishment of the Lord' kingdom upon the face of the earth.

1925 Outlook

Further, the outlook for 1925 is encouraging. It presents to the workers as they go into the field this assistance: First, that from all indications there is a more favorable attitude toward the message; second, that the number of the people who are sufficiently interested in our message to purchase is increasing, and consequently that more literature will be placed by those who engage in the work. Further, it lies within the grasp of each worker to lay hold upon the opportunities that he knows the field holds, making the fullest use of them in telling the people the Truth and thus planting in their minds the message of the Kingdom, knowing certainly that it is the Lord's design that ultimately this message is to extend throughout the entire earth, and that, further, those who are to share in this work beyond the vail are commissioned now to go forth and do what they can to extend the message on this side of the vail.

1925, then, presents to the workers the most favorable of opportunities, and leaves with each individual the privilege of increasing the interests of the kingdom committed to his care.

Class Activity

The following are the thirty classes that have led in activity during 1924. In considering the classes that should be listed among the first, selection has been made, first by the number of sales made per individual worker, that is, how successful the workers were in placing literature in the homes; second, the proportion of class members who were actually in the service throughout the entire year; and third, the total number of sales made during the year by the class:

1. Minneapolis, Minn.
2. Tulsa, Okla.
3. Passaic, N. J.
4. Duluth, Minn.
5. Providence, R. I.
6. Cleveland, O.
7. Detroit, Mich.
8. Norfolk, Va.
9. New York, N. Y.
10. Indianapolis, Ind.
11. Kansas City, Mo.
12. New Haven, Conn.
13. Beverly, Mass.
14. Huntington, W. Va.
15. Grand Rapids, Mich.
16. Denver, Colo.
17. Columbus, O.
18. Baltimore, Md.
19. Dayton, O.
20. Philadelphia, Pa.
21. Pittsburgh, Pa.
22. Greenfield, Mass.
23. Sharon, Pa.
24. Benton Harbor, Mich.
25. Lansing, Mich.
26. Reading, Pa.
27. Jackson, Mich.
28. Easton, Pa.
29. Newark, N. J.
30. Paterson, N. J.

With Christian greetings, we are
Your brethren and servants in the Lord,

Watch Tower Bible & Tract Society